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National
Home Center News®

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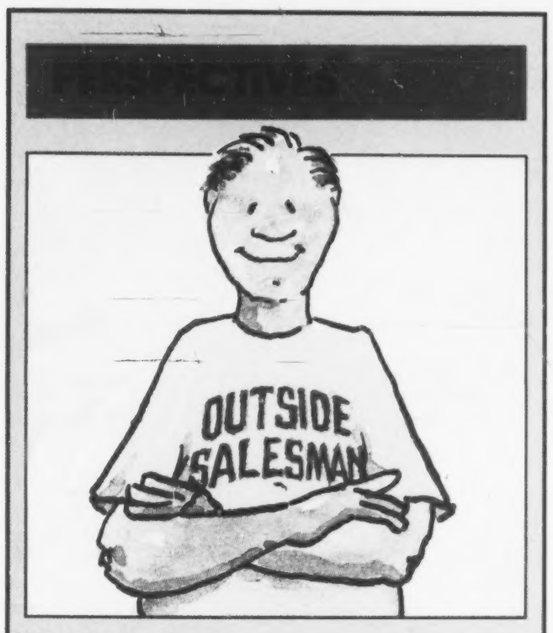

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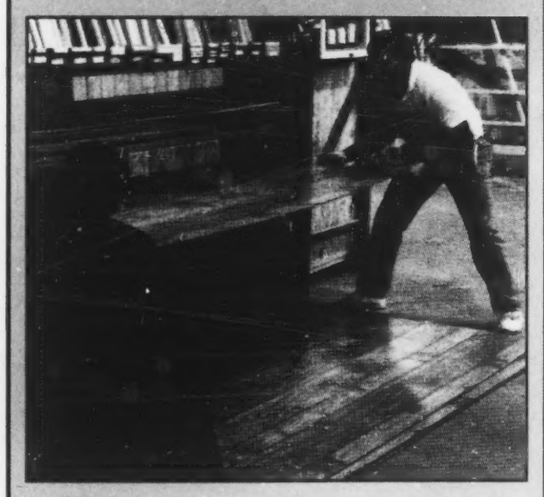

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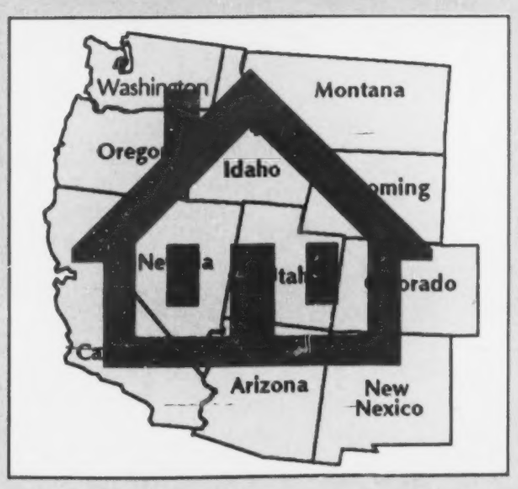

Western housing market sends mixed signals 6

Channel to sell units to pay debt, but still has plans for expansion

By John Caulfield

WHIPPANY, N.J. — Channel Home Centers is on the block.

The company's senior managers, who took Channel private in a $250 million leveraged buy out from W. R. Grace in December 1986, have decided to explore placing the chain for sale to accommodate, at least partly, a more aggressive store growth strategy.

"We have a lot of debt as a result of the LBO, but we want to increase our expansion program," said Charles Tabak, Channel's executive vice president.

The company has retained Shearson Lehman Hutton, the New York investment firm, to seek out buyers.

In a telephone interview, Tabak told *NHCN* that Channel previously has been approached by "several interests" including foreign concerns, "and Shearson is looking into these." *NHCN* has also learned that Channel has already been offered by Shearson to several home improvement chains, although which ones and how many could not be determined.

Tabak declined to identify what companies might be pursuing Channel except to note that "financial groups" might emerge as possible suitors.

This Channel store in Totowa, N.J., might be part of the company's plan to sell off its 110 units in the Northeast because the reported profitability of these units makes them the most saleable. NHCN photo

Company breakup possible

He noted, though, that Channel's senior management wanted to remain with the company if it was sold.

Noah Gottdiener, a senior vp with Shearson working with Channel, confirmed that one alternative being investigated was the sale of the 110 Channel units in the Northeast exclusive of Channel's 37 Handy Dan, Handy City or Houseworks! stores.

(Continued on page 70)

Lloyd sale called off as investor talks fail

By Elizabeth Brent

STAMFORD, Conn. — In a sudden and unexpected turnabout, American Maize Products plans to hold onto its Lloyd Home & Building Centers.

The corporate parent will restructure Lloyd's by streamlining its operations and "eliminat[ing] unprofitable locations," according to a prepared statement issued Feb. 9.

American Maize reported a net loss of $4,540,000, or 69 cents per share, for the quarter ended Dec. 31, largely a result of the $4 million "restructural reserve" set aside for the Lloyd operations.

Net income in the fourth quarter of 1987 was $3,484,000, or 53 cents per share. Quarterly net sales rose 8 percent to $138,335,000.

The company's restructuring plan will be enacted by two newly promoted officials. Philip Buxbaum, the chain's vp-administration, replaces Tom Cawley as Lloyd's president. Cawley resigned last month. John Tweedy, a vice president at American Maize, will take over as Lloyd's chairman.

Kidder deal collapses

American Maize had put Lloyd's on the block last April 6. Its recent decision not to sell the chain, though, came after the latest negotiations with an investor group led by Kidder Peabody & Co. fell through.

In commenting on the various offers for the 34-unit company, American

(Continued on page 70)

Fire ant killers produce profits in South

By Tom Bagsarian

AMARILLO, Texas — A store-level employee at a Builders Square here cannot figure something out. The store carries products to kill fire ants, but none of the troubling insects can be found within miles of the store.

"It's a problem in other areas, but not here," the employee said. "I guess the buyers buy it and send it here. It doesn't sell though."

Amarillo must be living right, because fire ant infestation is a plague many Southerners battle daily. These pesky, and at times dangerous, insects have ravaged many parts of the South.

Home improvement dealers from Texas to Florida carry pesticides to kill fire ants and they report sales of the products are better than ever.

The insects are affecting lives of farmers and homeowners alike. "If you live in Florida, you have a fire ant problem," remarked an employee with 10-unit Crowder Brothers Hardware based in Braden-

(Continued on page 70)

NEWSBREAKS

FOK PARENT MOVES: American Hoist & Derrick, Minnesota parent company of distributor Farwell Ozmun Kirk and Coast America, as of Feb. 13 switched its name to AMDURA Corp., and announced plans to move parts of the business to Denver, where Coast is also headquartered.

GEO. WORTHINGTON ACQUIRES PAPER CO.: The once-troubled distributor, based in Mentor, Ohio, has purchased Gascon Paper, a leading midwest paper and packaging distributor.

INDUSTRY UPDATE

Weldwood, Canfor in joint venture

STAMFORD, Conn. — Champion International announced that Weldwood of Canada Ltd., and Canfor Corp. will combine their wholesale building materials distribution groups to form a new joint venture. Champion owns 85 percent of Weldwood.

The new company, Canfor-Weldwood Distribution Ltd., will combine Canfor's 21 distribution centers with 17 run by Weldwood, 13 of which are now in the same cities. It is expected to generate sales of nearly $600 million (Canadian) in 1989, according to Frank Kneisel, spokesperson for Champion International.

"This combination will enable Canfor-Weldwood to be more efficient and competitive than the two systems had they remained independent. Both companies know this business well and complement each other's strengths," said chairman Andrew Sigler, in a prepared statement.

Meeks buys unit from Wickes

SPRINGFIELD, Mo. — Meeks Building Centers, based here, has acquired its ninth unit in the California market, a former Wickes Lumber store in Rocklin, Calif., near Sacramento.

Terry Meek, president of the chain, said Meeks acquired the Wickes unit—with an estimated $8 million in volume—for an undisclosed amount from Wickes Lumber, Vernon Hills, Ill. Wickes, which undertook a leveraged buyout from parent Wickes Cos. in December 1987, has been shedding under-productive stores in the past year.

Central Hardware put up for sale

BRIDGETON, Mo. — Central Hardware, the midwestern chain of 37 units with estimated sales of $300 million, is on the block.

Quoting Securities and Exchange Commission documents filed by Interco, Central's parent, the St. Louis *Business Journal* said the chain was for sale for $312.5 million.

The sale was precipitated by Interco's need to sell assets after successfully fending off a hostile takeover bid that saddled it with $2 billion in debt. Central is the largest part of Interco's $532.3 million general retail merchandise group, the *Business Journal* reported. In 1988, Interco had total sales of $3.3 billion.

Interco had attempted to sell other companies to pay down the debt and hold onto Central. But since late last year, Interco has been unable to sell its $500 million Ethan Allen furniture subsidiary and other firms, and has resorted to putting Central up for sale in an attempt to raise cash.

The *Business Journal* quoted unnamed sources saying that during last December, the Schaumburg, Ill.-based Handy Andy Home Improvement Centers toured Central Hardware with an eye towards possible purchase.

Neither Handy Andy nor Central officials were available for comment.

G-P donates to low-cost housing

ATLANTA — Georgia-Pacific has donated $2 million and building materials at cost to restore or build 200 homes in south and southwest Atlanta.

The program, called HOPE (Housing People Economically), offers low-income families the chance to purchase houses on a no-down-payment-basis. The down payments have been funded by the $2 million G-P gift, with mortgage financing provided by Atlanta-area financial institutions.

"Our commitment to this project is based on our belief that the pride of home ownership is key to the development of community pride and essential to upgrading local neighborhoods," said T. Marshall Hahn Jr., chairman and chief executive officer at Georgia-Pacific Corp. at a press conference held on Jan. 11.

In addition, Georgia-Pacific has agreed to participate in a joint venture by city and private agencies to renovate 18 faculty houses for the Clark Atlanta University.

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Distributors look over Wyeth as company remains for sale

By an NHCN staff editor

ST. JOSEPH, Mo.— As many as six non-hardware companies are looking at the possibility of buying the Wyeth Co., a long-time hardlines wholesaler that got burned by a mistimed expansion into the Texas market just as that market was going bust.

A business broker retained by the family-owned Wyeth Co. said the sale is part of a voluntary reorganization to stave off a bankruptcy filing and reorganization.

"We're talking to every source we can to save the company," said Martin Goldstein, an Overland Park, Kan., broker. Goldstein said six companies and individuals with distribution experience—but not hardlines experience—are looking at Wyeth.

He would not elaborate but insisted Wyeth had not been approached by any of the industry hardlines wholesale co-ops.

Wyeth, which acquired two Texas hardlines distributors in 1985 as the oil market went sour, contracted to $19 million in sales last year from an estimated $50 million in sales three years ago. Its account base is down to just 250 primary accounts in Missouri, Kansas, Nebraska, Iowa and Illinois, Goldstein said. Wyeth currently has 1,000 total accounts, the business broker said.

The venerable wholesaler, an original member of the Liberty Distributors group, has current secured debts of "under $2 million," Goldstein said, in addition to approximately $3.7 million in unsecured debts to trade creditors. He said the company has a book value of $7.5 million and needs "about $4 million to clean up the liabilities of the company."

By the end of January, according to both Goldstein and company president Max Wyeth, a reorganization plan to pay unsecured creditors a flat 25 percent of amounts owed has been accepted by "about 75 percent" of the unsecured creditors.

The reorganization plan would call for new management, according to Goldstein.

Conference predicts falling housing starts, lower spending

By Gary S. Ruderman

–COLORADO SPRINGS, Colo. — Manufacturing sales growth outstripped distribution sales growth last year by more than 8 percent, but both sectors, as well as retailers, face new challenges from falling housing starts, less discretionary income and new, specialized competition.

That was the summary of reports delivered to industry executives at the 27th annual Broadmoor Conference of Hardware Distributors, held Feb. 9 and 10.

Independently sponsored by 23 Midwestern and Southeastern distributors, the conference brings together hardware wholesalers, distributors and senior officers of selected manufacturers to discuss the industry's future.

William Farrell, president of the 1,000-member American Hardware Manufacturers Association (AHMA) told the conference that 91 percent of his members will try to pass on price hikes of just under 5 percent this year. Quoting a confidential AHMA report, Farrell said the overall annual sales

(Continued on page 72)

Financier agrees to turn over shares if Eclipse suit dropped

By an NHCN staff editor

ST. LOUIS — The brief but stormy professional marriage between Eclipse Industries president Steve Feinstein and Texas financier Don Navarro has ended, typically, with court action.

Navarro last month agreed to turn over his 80 percent ownership of Eclipse Industries in exchange for Feinstein dropping the lawsuit he filed in U.S. District court last summer to regain control of the company.

Eclipse operated five B&B Home Warehouse stores in the St. Louis area.

Since the suit was filed, the stores closed one by one until last December, when the last B&B Home Warehouse liquidated its merchandise and closed its doors for the last time.

Feinstein turned over control of his company to Navarro, president of Don Navarro and Associates of Dallas, last March in exchange for capital that was badly needed to run the home center chain.

However, in the suit, Feinstein claimed no such capital was received from Navarro and Associates, or what the suit called a "shell corporation with no organization or employees and no assets."

"Steve got just what he wanted in the first place—control of the company," said Paul Schramm of Schramm & Pines, Feinstein's attorney in the case.

Navarro would not return phone calls and Feinstein could not be reached for comment.

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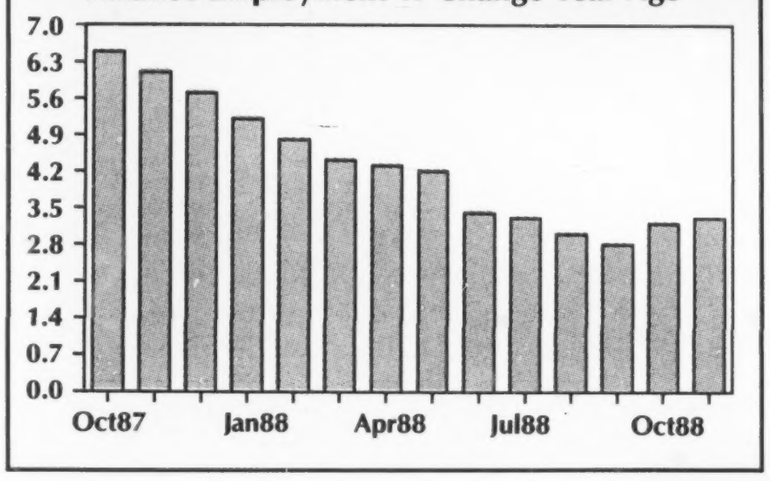
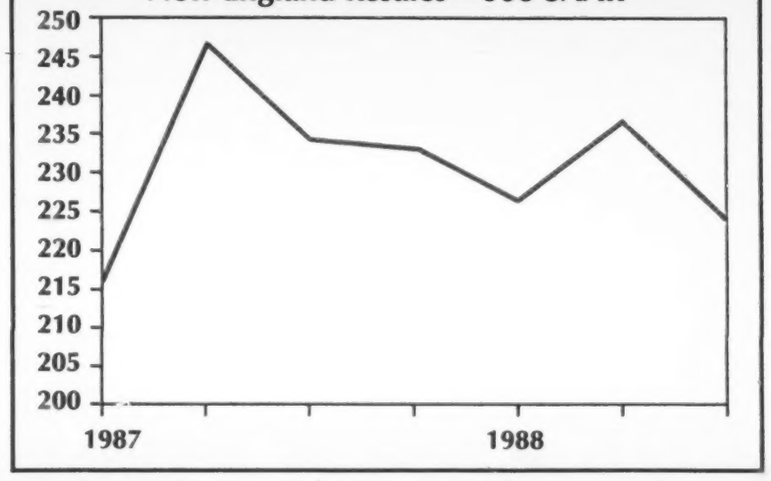
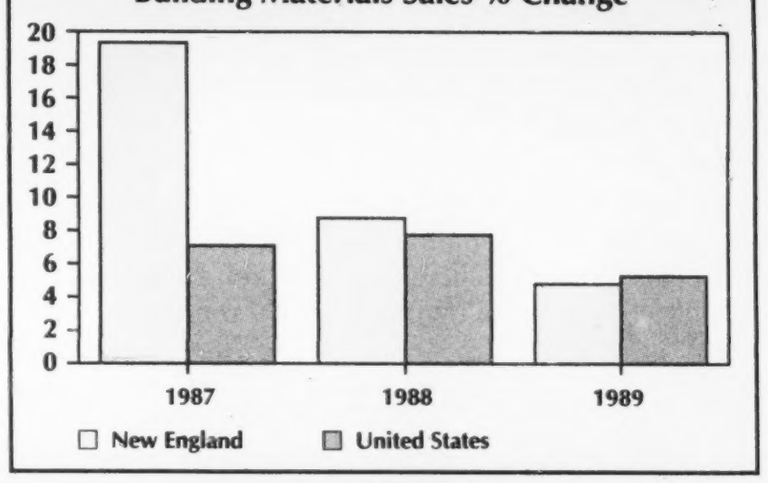
Slower gains in finance and defense . . .



. . . coupled with declining resales . . .



. . . will lower New England sales.



Defense and finance slowdowns hurt New England sales

The New England economy is undergoing a slowing pattern in 1989, and retail building material sales will not advance as rapidly as in recent years.

Defense and finance, mainstays for New England in the 1980's will post softer gains this year. Compared to an expected national advance of 5.3 percent for retail building materials sales, New England faces a somewhat softer gain of 4.8 percent. This stands in contrast to 1987 when New England sales grew about 2½ times as fast as the national average.

Richard E. Mount

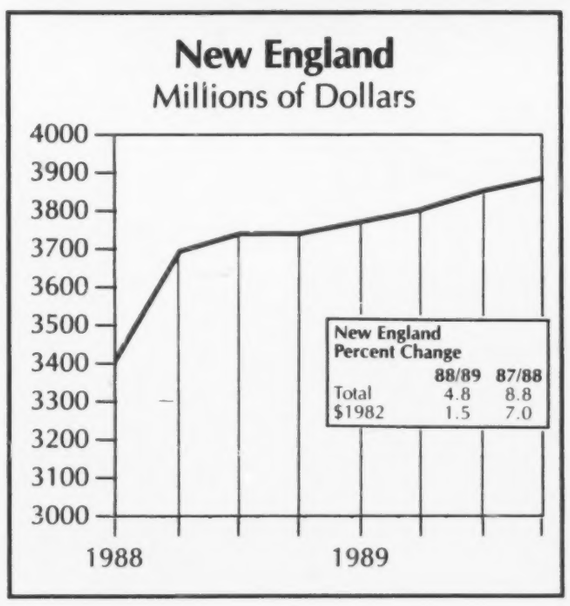
The recent pattern in resales has major significance for New England's building material sales prospects. Resales often lead changes in building materials sales by about 6-9 months. Resales peaked in the second quarter of 1987, then declined 9.2 percent. New housing, especially vacation homes, will be harmed in 1989 by higher mortgage rates.

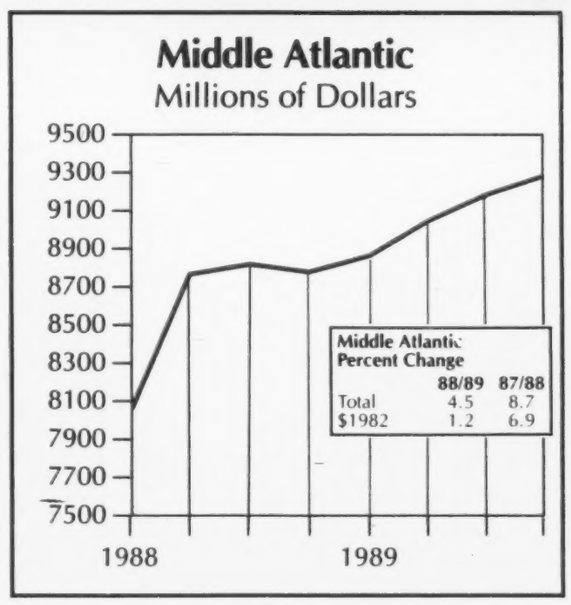
The strongest states in the region for employment gains are New Hampshire up 4.7 percent, Maine up 3.6 percent, and Vermont up 3.4 percent. Manufacturing is strong—Maine is up 4.4 percent from last year, and finance remains vibrant—New Hampshire is up 3.7 percent. Massachusetts is in the middle range, up 2.4 percent with 5 percent gain in finance but a 2.7 percent decline in manufacturing. Connecticut is softer— up only 1.8 percent—with manufacturing down 1.3 percent and finance up only 0.9 percent. Rhode Island is the weakest state with total employment up only 0.8 percent pulled down by a 0.7 percent decline in manufacturing.

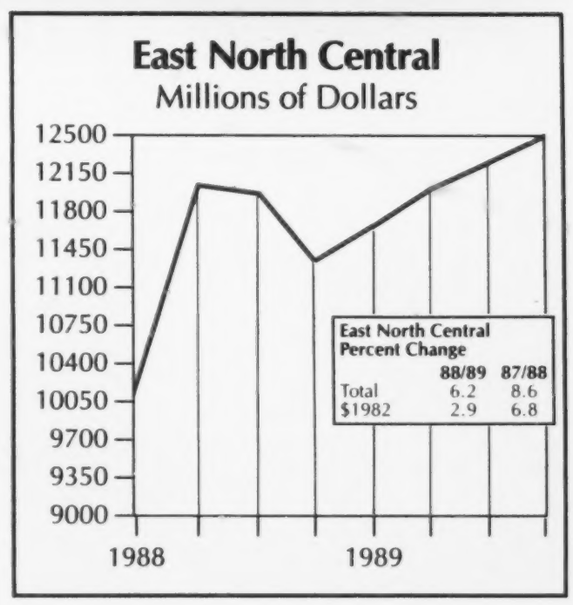
For New England building material retailers, sales gains in 1989 will be less than last year. Sales will reach another record high, but only at a rate of about 4.5 percent in dollar volume; 1.5 percent in unit volume.

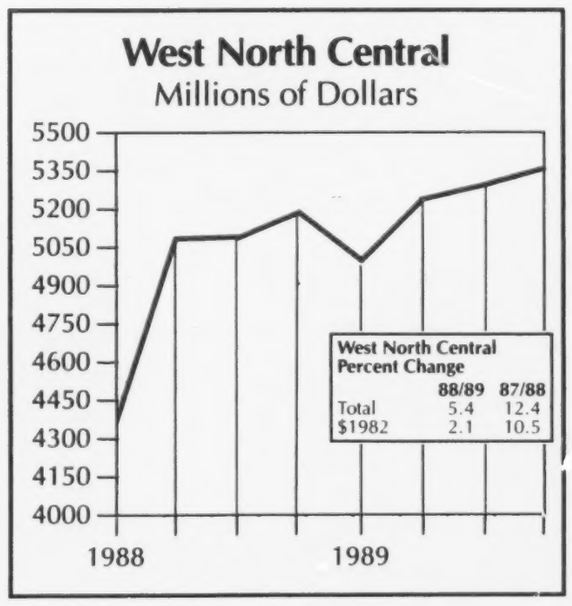
Richard Mount is president and chief economist with Mount Economic Consulting.

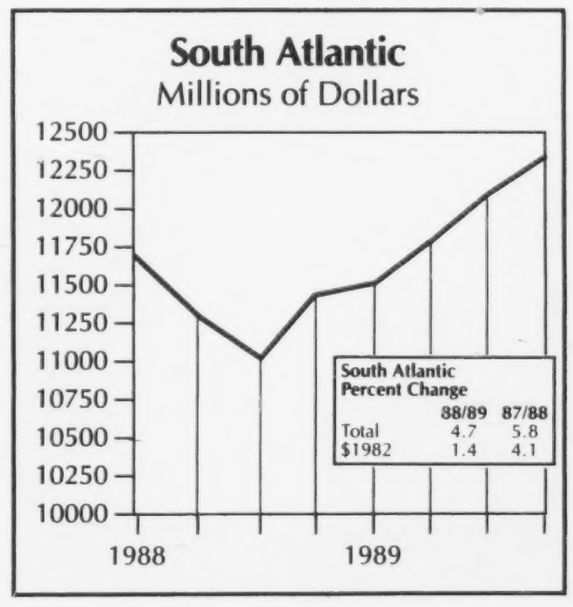
Regional Outlook: Building Material Sales

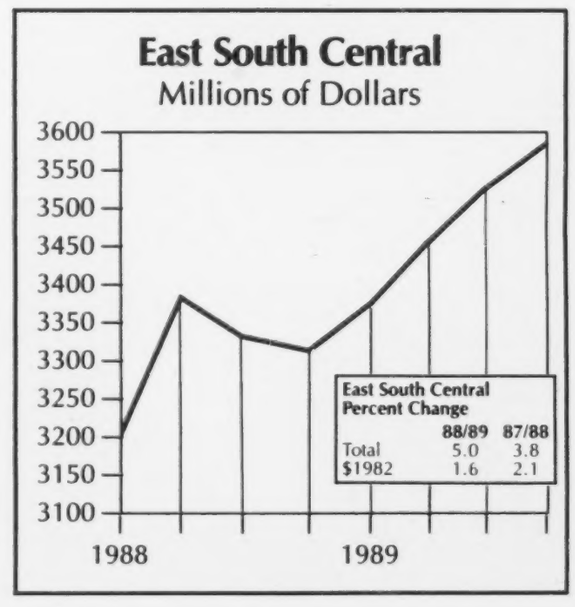


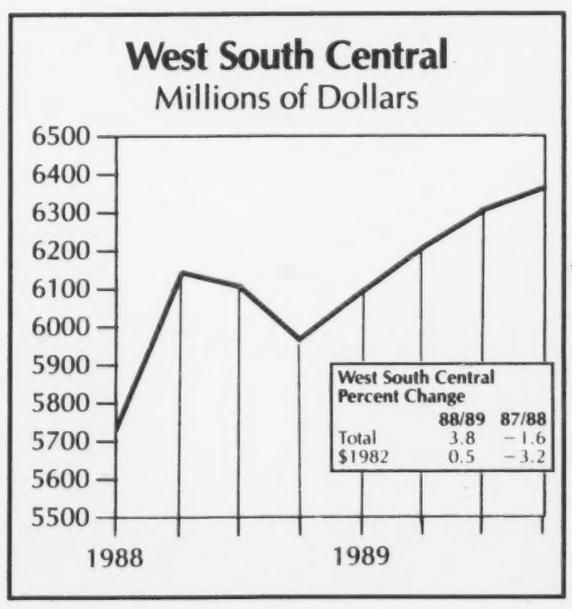


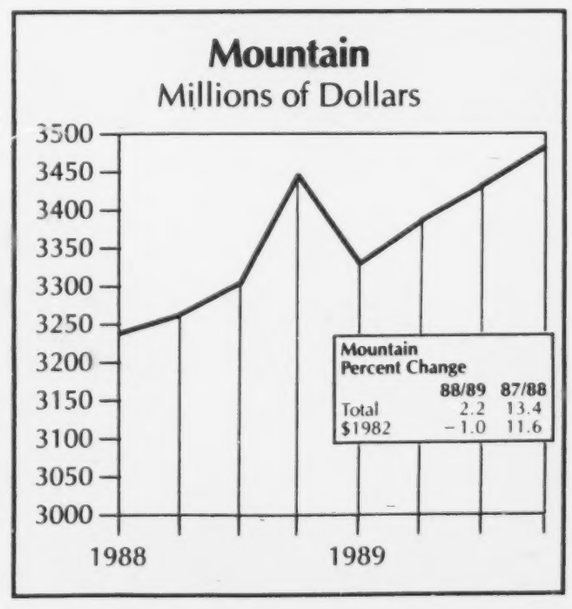


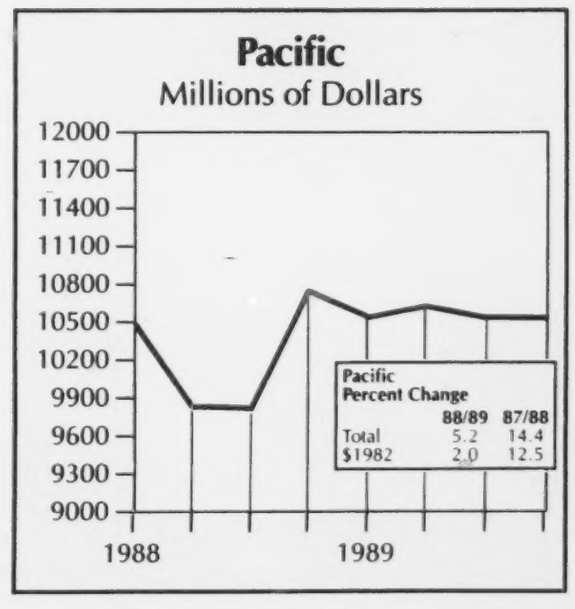












Data: Dept. of Commerce
Bureau of Labor Statistics
National Association of Realtors
Dept. of Housing and Urban Development

The Home Center Industry Outlook runs in two parts, one each month. The first part includes latest data on the General Economic Outlook; Residential Alterations & Repairs; and Retail Trade Activity. The second part includes latest data on regional building material and supply store sales.

SAAR—Seasonally Adjusted Annual Rate
p—projection
NHCN chart

Business Watch

stocks

Stanley Works posts record sales with help of consumer division

By an NHCN staff editor

NEW BRITAIN, Conn. — Home improvement and consumer sales rose 7 percent last year for Stanley Works, and contributed to the company's record breaking $1.9 billion sales, which represented an 8 percent annual gain.

Net income for the company rose 9 percent to $103 million, another record, even though operating profit for the home improvement and consumer sector was off 4 percent. Corporate earnings per share equaled $2.40.

In the fourth quarter ended Dec. 31, Stanley's revenues were $486 million, up 6 percent over the same period a year ago. Earnings were up 16 percent to $30 million, or 71 cents per share.

The company reported that its sales and earnings performance benefited from a number of cost-cutting and financial management measures. For example, Stanley reduced operating working capital by $28 million, which in turn allowed the company to reduce its debt to capital ratio to 34.6 percent, compared with the 40.9 percent level at the beginning of the fiscal year.

In other sectors, sales in the United States rose 4.9 percent to $1.31 billion, but operating profit was off 4.7 percent to $156.3 million.

Company president Richard Ayers, in a prepared statement, noted that last year "costs were incurred to realizing the manufacture of mechanics' tools so that we might more fully utilize the advanced technology of our National Hand Tool subsidiary.

"A substantial portion of the costs and the related investment to achieve the desired consolidation and improvements was incurred in 1988. We expect to benefit in terms of improved profitability in 1989."

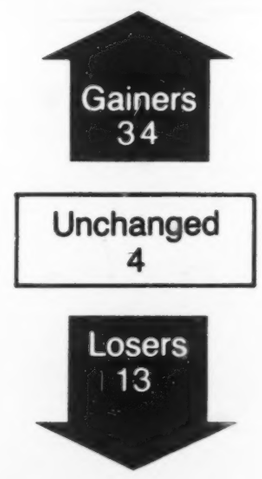
Stocks continue strong showing

Publicly held home improvement companies continued their strong showing on the stock market during the two weeks ended Feb. 10. Thirty four of the 51 companies tracked for *NHCN* by Media General had price gains, with only 13 declining and four with no price movement.

There was tremendous stock activity surrounding Grossman's, which announced during this period that it had hired an investment firm to investigate the sale of its 246 stores. On the day of that announcement, Grossman's was the third most active stock on NASDAQ, and its stock ended this two-week stint up 58.1 percent, to $8.50 per share.

On the down side, Standard Brands Paint fell 13.4 percent to $15.38. But of possibly greater interest is Hechinger, with modest increases in its stock during a period when two investment firms issued reports questioning the company's ability to sustain its remarkable earnings growth.

Among public manufacturers, there were several big winners. Catalina Lighting, the Miami importer whose sales for the quarter ended Dec. 31, 1988 went up 85 percent to $9 million and earnings rose 178 percent to $423,799, saw its stock price jump 20.5 percent to $13.25. Other gainers included DeSoto, up 21.2 percent to $47.88, and USG, up 14.6 percent to $6.88.



National Home Center News

HOME CENTER MARKET SUMMARY

Company and Market	Stock Market: 2-Weeks Ended	2-Weeks Change Amt.	2-Weeks Change Pct.	2-Week Range High	2-Week Range Low	52-Week Range High	52-Week Range Low	Volume: 2-Weeks Shares Traded Total	Volume: 2-Weeks Shares Traded % Out	Volume: 12-Week Avg. Vol. As % Out	Volume Trend Change	Financial Update: P/E Ratio	Indicated Divd. Rate Amt.	Indicated Divd. Rate Yld.	Latest Report: New Report	Latest Report: Period	Latest Report: Date Ended	Latest Quarter: Revenue Amt.	Latest Quarter: Revenue Chg.	Latest Quarter: Net Income Amt.	Latest Quarter: Net Income Chg.	Latest Quarter: E.P.S. Amt.	Latest Quarter: E.P.S. Chg.	Year-to-Date: Revenue Amt.	Year-to-Date: Revenue Chg.	Year-to-Date: Net Income Amt.	Year-to-Date: Net Income Chg.	Year-to-Date: E.P.S. Amt.	Year-to-Date: E.P.S. Chg.
-	$	$	%	$	$	$	$	(100)	%	%	%	-	$	%	-	-	-	$Mil	%	$Mil	%	$	%	$Mil	%	$Mil	%	$	%
Retailers																													
Gen Bldg Prods ..... M	5.00	1.38	37.9	5.00	3.88	6.50	3.00	462	1.15	.77	49.4	29.4	.00	.0	.....	9 mos.	08-88	21.9	11.2	.1	- 87.5	.02	- 89.5	56.5	14.1	.3	- 83.3	.07	- 85.4
Grossman's Inc ..... M	8.50	3.13	58.1	8.50	5.50	8.50	4.88	60,683	23.22	3.05	661.3	17.0	.00	.0	NEW	fiscal	12-88	285.8	10.9	.6	- 25.0	.02	NC	1141.6	6.0	13.2	9.1	.50	- 5.7
Hechinger A ..... M	18.63	.25	1.4	19.50	18.63	20.25	15.88	7,161	3.50	1.75	100.0	NA	.16	.9	.....		00-00	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA
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Home Depot ..... N	32.13	1.63	5.3	33.88	30.13	33.88	20.75	18,159	3.65	1.43	155.2	22.2	.12	.4	.....	9 mos.	10-88	509.9	40.0	17.1	76.3	.33	73.7	1474.7	36.6	57.9	52.0	1.13	39.5
Interco ..... N	3.38	.25	8.0	3.50	2.88	3.75	2.88	39,423	10.90	NC	NC	NA	.00	.0	.....		00-00	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA
K mart Cp ..... N	37.38	.13	.3	39.38	36.75	39.75	30.25	61,978	3.11	1.19	161.3	10.3	1.32	3.5	.....	9 mos.	10-88	6358.2	6.4	126.1	14.5	.63	16.7	18884.1	5.7	409.7	10.4	2.04	12.1
Lowe's Cos ..... N	23.25	.50	2.2	23.50	22.13	24.38	18.75	5,301	1.43	.67	113.4	13.4	.48	2.1	.....	9 mos.	10-88	652.1	1.0	15.9	- 4.2	.42	.0	1947.3	.4	57.4	9.8	1.51	14.4
NHD Stores ..... M	6.75	- .25	- 3.6	7.25	6.75	8.00	4.50	123	.91	.87	4.6	9.0	.00	.0	.....	9 mos.	10-88	12.3	15.0	.1	NE	.04	NE	37.3	12.7	.6	50.0	.43	38.7
Natl Lumber ..... M	2.13	.13	6.3	2.25	2.00	3.50	2.00	390	.69	.52	32.7	NE	.00	.0	.....	*	10-88	NC	NC	NC	NC	NC	NC	116.8	NC	- 2.6	NC	- .47	NC
Scotty's Inc ..... N	12.25	.13	1.0	12.25	11.75	15.25	10.50	1,500	1.02	.62	64.5	42.2	.52	4.2	.....	6 mos.	12-88	141.0	5.6	2.5	.0	.16	- 5.9	269.0	4.6	- 2.0	- 100.0	- .14	- 100.0
Sears, Roebuck ..... N	41.25	- .75	- 1.8	43.63	41.25	46.25	33.00	72,375	1.91	.92	107.6	9.5	2.00	4.8	.....	9 mos.	09-88	13350.0	9.5	344.2	- 15.8	1.41	30.6	38490.0	11.9	893.1	- 17.9	2.86	.0
Std Brd Pnt ..... N	15.38	- 2.38	- 13.4	17.50	14.88	18.50	10.63	3,804	6.65	3.85	72.7	NE	.00	.0	.....	9 mos.	10-88	30.5	2.2	1.3	- 69.8	.17	- 67.3	236.1	- .2	3.9	- 69.5	.50	- 67.7
Strober Organiz ..... M	9.00	.13	1.4	9.25	8.75	12.25	7.00	440	.72	.33	118.2	12.3	.00	.0	.....	9 mos.	09-88	38.9	40.9	1.6	- 5.9	.26	- 3.7	105.4	40.2	3.4	- 20.9	.56	- 20.0
Wickes Cos ..... N	7.75	.00	.0	7.88	7.63	14.13	6.50	2,397	.50	1.18	- 57.6	5.2	.00	.0	.....	6 mos.	07-88	937.9	- 35.5	- 12.4	- 100.0	- .09	- 100.0	1866.0	- 37.7	- 15.0	- 100.0	.08	- 94.2
Wolohan Lumber ..... M	26.75	2.88	12.0	27.50	23.63	27.00	12.25	3,658	6.26	2.61	139.8	14.2	.28	1.0	.....	9 mos.	09-88	74.6	12.7	3.8	40.7	.64	39.1	193.5	12.6	8.4	33.3	1.43	33.6
Zayre Corp ..... N	25.25	.63	2.5	26.13	24.63	27.13	18.13	21,055	3.75	2.52	48.8	NE	.40	1.6	.....	9 mos.	10-88	936.3	- 41.5	- 160.7	- 100.0	(2.87)	- 100.0	2530.5	- 41.2	- 178.2	- 100.0	(3.18)	- 100.0
Wholesalers																													
Hughes Supply ..... N	18.25	- .50	- 2.7	19.00	18.25	19.44	16.50	661	1.36	.39	248.7	9.2	.32	1.8	.....	9 mos.	10-88	131.7	16.3	2.5	.0	.51	4.1	376.3	18.3	7.1	6.0	1.46	9.8
Moore Handley ..... M	3.88	.13	3.3	4.25	3.75	5.00	3.75	14	.06	.25	- 76.0	NE	.20	5.2	.....	9 mos.	09-88	26.1	- 4.7	- .1	NE	- .06	NE	79.5	6.9	- .1	- 100.0	- .04	- 100.0
Manufacturers																													
Am Consum Prods ..... M	10.25	.00	.0	10.25	10.25	12.50	8.81	9	.03	.22	- 86.4	15.3	.00	.0	.....	9 mos.	09-88	20.4	74.4	.5	- 16.7	.18	- 21.7	56.5	79.9	1.4	7.7	.53	6.0
Am Woodmark ..... M	9.88	.38	3.9	10.25	9.50	10.38	7.28	187	.25	.19	31.6	13.0	.00a	.0	.....	6 mos.	10-88	42.5	23.9	2.7	12.5	.36	- 2.7	79.4	20.1	4.5	21.6	.60	11.1
Armstrng Wrld ..... N	36.13	2.00	5.9	37.13	33.88	44.00	31.75	26,099	5.65	1.46	287.0	10.3	1.00	2.8	NEW	fiscal	12-88	706.9	16.8	34.6	3.3	.74	2.8	2680.3	13.3	162.7	8.2	3.51	10.4
Black & Decker ..... N	24.25	.13	.5	25.25	23.88	25.25	17.13	34,179	5.84	1.95	199.5	13.7	.40	1.6	NEW	3 mos.	12-88	705.5	15.2	38.4	23.5	.65	22.6	705.5	15.2	38.4	23.5	.65	22.6
Boise Cascade ..... N	41.13	- 1.75	- 4.1	43.50	41.13	50.00	39.25	24,368	5.42	1.65	228.5	6.5	1.40	3.4	.....	fiscal	12-88	1034.8	6.1	76.4	33.6	1.70	41.7	4094.6	7.2	289.1	58.0	6.34	71.4
Catalina Lgtg ..... A	13.25	2.25	20.5	13.88	10.88	13.88	3.00	3,769	11.95	2.75	334.5	32.3	.00	.0	NEW	fiscal	09-88	9.1	82.0	.4	300.0	.13	160.0	26.9	35.9	1.1	175.0	.41	115.8
Champ Intl ..... N	33.75	1.25	3.8	35.13	32.13	38.13	29.50	38,002	3.99	1.51	164.2	7.0	1.00	3.0	.....	fiscal	12-88	1314.4	13.6	119.8	45.9	1.26	46.5	5128.5	11.1	456.4	19.5	4.80	19.1
Clairson Intl ..... M	6.88	- .13	- 1.8	7.00	6.63	8.50	4.25	1,370	2.69	1.23	118.7	NE	.00	.0	.....	9 mos.	06-88	27.2	46.2	- 2.1	- 100.0	- .43	- 100.0	78.4	45.7	- 4.3	- 100.0	- .85	- 100.0
Coleman Co ..... N	47.00	4.88	11.6	49.88	42.38	49.88	34.63	7,387	10.50	1.44	629.2	13.4	1.20	2.6	.....	9 mos.	09-88	159.0	8.4	3.9	30.0	.55	34.1	516.9	11.0	22.7	31.2	3.23	31.8
Cooper Indus ..... N	58.25	1.13	2.0	59.38	57.13	62.75	50.13	16,361	3.22	1.06	203.8	13.2	1.80	3.1	NEW	fiscal	12-88	1193.3	18.3	74.7	32.4	1.47	31.3	4258.3	18.8	224.4	29.1	4.41	27.1
DeSoto Inc ..... N	47.88	8.38	21.2	50.00	38.50	50.00	26.63	16,262	40.54	4.86	734.2	60.6	1.40	2.9	NEW	fiscal	12-88	85.0	31.0	- .1	NE	- .03	NE	402.5	7.9	3.2	- 69.8	.79	- 70.3
Emhart Corp ..... N	26.75	1.50	5.9	28.88	24.13	28.88	18.88	34,231	5.52	1.55	256.1	13.2	.88	3.3	.....	fiscal	12-88	722.7	8.7	32.9	24.6	.52	23.8	2762.0	12.5	126.0	18.3	2.02	18.8
Georgia Pacific ..... N	40.00	- .75	- 1.8	42.00	40.00	42.88	33.25	28,041	2.93	1.21	142.1	8.4	1.40	3.5	NEW	fiscal	12-88	2567.0	15.2	129.0	15.2	1.35	26.2	9509.0	10.5	467.0	2.0	4.76	12.5
La Pacific ..... N	31.75	.50	1.6	32.00	31.00	37.50	26.00	7,818	2.02	1.03	96.1	7.9	.92	2.9	.....	fiscal	12-88	448.3	- 6.2	31.2	- .3	.83	1.2	1799.4	- 6.4	153.6	22.9	4.02	22.9
Macmillan Bloedel ..... M	16.50	- .63	- 3.6	17.25	16.38	17.38	13.88	8,565	.83	.30	176.7	NA	.80	NA	.....	9 mos.	09-88	824.4	.9	70.5	- 14.8	.66	- 14.3	2472.4	5.5	256.6	17.9	2.40	20.6
Masco Corp ..... N	26.38	1.38	5.5	27.13	25.00	30.38	23.63	41,869	3.04	1.13	169.0	13.4	.48	1.8	.....	9 mos.	09-88	614.0	13.5	73.9	10.8	.54	8.0	1829.0	23.6	239.0	27.1	1.74	22.5
Mor-Flo Inds ..... M	5.38	- .38	- 6.5	5.75	5.38	6.75	4.50	54	.21	.41	- 48.8	NE	.01	.2	.....	9 mos.	09-88	52.5	6.9	- 1.9	NE	- .73	NE	162.0	4.9	- 5.8	NE	(2.29)	NE
Newell Co ..... N	30.13	2.00	7.1	30.75	28.63	30.75	17.88	8,340	3.59	1.43	151.0	13.8	.60b	2.0	NEW	fiscal	12-88	253.7	- 16.8	21.2	58.2	.78	62.5	988.2	37.3	61.4	65.1	2.18	58.0
Nortek Inc ..... N	8.38	- .88	- 9.5	9.38	8.25	10.38	6.38	2,634	1.76	1.62	8.6	NE	.10	1.2	.....	9 mos.	09-88	343.0	- 2.7	4.8	2300.0	.32	3100.0	1049.0	7.5	16.3	43.0	1.10	54.9
Owens Corn ..... N	28.38	.50	1.8	29.63	27.75	29.63	16.63	18,781	4.70	1.82	158.2	6.0	.00	.0	.....	fiscal	12-88	704.0	NC	58.0	NC	1.37	NC	2831.0	- 2.1	197.0	- 10.5	4.71	- 11.1
Ply-Gem ..... A	13.63	1.50	12.4	13.75	11.88	15.63	11.13	3,733	3.46	.80	332.5	14.0	.12	.9	.....	9 mos.	09-88	102.5	22.0	4.1	20.6	.36	20.0	298.0	25.9	13.8	31.4	1.22	34.1
Pope & Talbot ..... N	20.00	.25	1.3	20.88	19.75	23.00	16.13	3,645	3.05	.87	250.6	7.5	.60	3.0	NEW	fiscal	12-88	154.0	44.2	8.6	19.4	.73	23.7	515.0	20.6	31.9	13.5	2.68	15.0
Potlatch Cp ..... N	34.38	.50	1.5	35.38	33.88	35.38	27.25	1,877	.70	.50	40.0	8.5	1.04	3.0	NEW	fiscal	12-88	285.4	12.9	33.1	32.9	1.19	33.7	1084.1	9.3	112.4	28.3	4.04	29.1
PPG Inds ..... N	43.50	- .50	- 1.1	45.25	43.25	46.88	35.25	15,652	1.43	.75	90.7	10.2	1.36	3.1	.....	fiscal	12-88	1431.7	7.8	102.3	6.0	.94	10.6	5616.7	8.4	467.6	24.0	4.26	33.5
Rep Gypsum ..... N	5.00	- .25	- 4.8	5.38	4.63	6.88	4.25	1,096	1.09	.34	220.6	23.8	.20	4.0	NEW	6 mos.	12-88	13.3	- 8.3	.9	12.5	.09	12.5	25.6	- 6.6	1.3	8.3	.13	8.3
Sherwin-Wms ..... N	26.25	.50	1.9	27.50	25.38	31.63	24.00	14,376	3.29	.99	232.3	11.4	.64	2.4	NEW	fiscal	12-88	449.5	10.1	18.6	- 8.4	.43	- 6.5	1950.5	8.8	101.0	4.6	2.30	7.0
Stanley Works ..... N	30.63	1.88	6.5	31.75	28.88	31.75	24.00	12,109	2.82	.98	187.8	12.8	.96	3.1	NEW	fiscal	12-88	486.2	6.0	30.4	16.0	.71	16.4	1909.0	8.3	103.5	19.5	2.40	20.0
Thos Inds ..... N	20.00	.63	3.2	20.63	19.25	23.31	17.63	820	.75	.44	70.5	11.8	.69b	3.5	.....	9 mos.	09-88	89.0	8.0	4.1	10.8	.37	8.8	262.0	8.5	13.8	12.2	1.25	12.6
Union Camp ..... N	36.00	- 1.25	- 3.4	37.25	35.75	38.38	31.00	20,360	2.96	1.08	174.1	8.5	1.24	3.4	.....	fiscal	12-88	685.6	12.4	78.5	33.1	1.14	40.7	2660.9	15.3	295.2	42.3	4.25	50.2
USG ..... N	6.88	.88	14.6	7.38	6.00	7.75	4.75	33,341	6.41	1.78	260.1	2.9	.00	.0	NEW	fiscal	12-88	540.0	- 25.6	42.6	147.7	.79	139.4	2248.0	- 22.4	125.5	- 38.6	2.38	- 39.9
Waxman Ind ..... M	8.75	.00	.0	8.88	8.75	12.25	7.09	3,462	3.75	1.41	166.0	11.4	.10	1.1	NEW	6 mos.	12-88	48.0	26.0	1.7	13.3	.18	12.5	98.0	34.4	3.3	17.9	.36	20.0
Weyerhaeuser ..... N	26.50	.00	.0	27.63	26.00	29.50	23.25	90,972	4.47	1.14	292.1	9.9	1.20	4.5	.....	fiscal	12-88	2560.0	43.5	154.8	19.6	.73	19.7	8470.1	21.2	564.4	26.4	2.68	26.4

All Data are based on sources believed to be reliable, but its accuracy is not guaranteed. Every effort will be made to correct errors, when discovered, in future issues.

Reporting period
3 mos.—First quarter of fiscal year
6 mos.—First six months of fiscal year
9 mos.—First nine months of fiscal year
Fiscal—Fiscal year
NEW—New report since last issue

Last 52 Weeks

General Field Footnotes
NA—Not available or not applicable
NC—Data required for calculation currently incomplete in our files
NE—Negative earnings invalidate calculations
NM—No meaningful figure
a—Under dividend amount, indicates a stock dividend
b—Indicates cash plus stock dividend when applied to dividend amount column

P/E Ratio—Price/earnings ratio
E.P.S.—Earnings per share

Market
N—New York Stock Exchange
A—American Stock Exchange
O—NASDAQ Over-the-Counter
M—NASDAQ National Market

*Two-week average volume equals the number of shares traded divided by the number of shares outstanding during the latest two-week period. Twelve-week average volume equals the number of shares traded divided by the number of shares outstanding over the previous 12 weeks.

All earnings data and all related calculations using earnings data use primary earnings from total operations and after taxes. Earnings are before extraordinary items, when such items are applicable.

Data and Table Provided by Media General Financial Services Inc., Richmond, Va. 23219

Conference predicts fewer housing starts, lower consumer spending

(Continued from page 5)

have risen from 8 percent to 13 percent in the years 1985 to 1988, with the 13 percent hike recorded last year.

Sales at the distribution level, on the other hand, rose 9 percent in 1988, or 5 percent excluding inflation, according to the National Wholesale Hardware Association (NWHA).

Farrell's poll of AHMA's members found prices to retailers increased an average 5.2 percent last year, a four-year high. That reflected AHMA members' 4 percent hike in labor costs and 10 percent increases in raw material costs.

At year-end 1988, Farrell said a third of his members believed product in the distribution-retail pipeline was at "adequate" levels while another third felt inventories were "light" in comparison to previous years.

Brad Farnsworth, vp of the National Retail Hardware Association's Home Center Institute, anticipates 3 percent real growth in the retail sector in 1989, slowdowns in the second and third quarters, but a strong year-end finish.

Retail changes

Farnsworth said Home Center Institute research identified new "dislocating" factors in the DIY market, including the "aging" of the most recent home center design and merchandising concepts, an acceleration of non-traditional competitors like the Michigan-based Meijers chain and intensifying struggle for market share.

Like retailers, distributors and cooperative wholesalers will face pressure from flat housing growth. All sectors of the industry will feel pressures from competitive overstoring, demands for ROI and the explosion of competitive intelligence.

Stambaugh Thompson buys specialty store; tests market

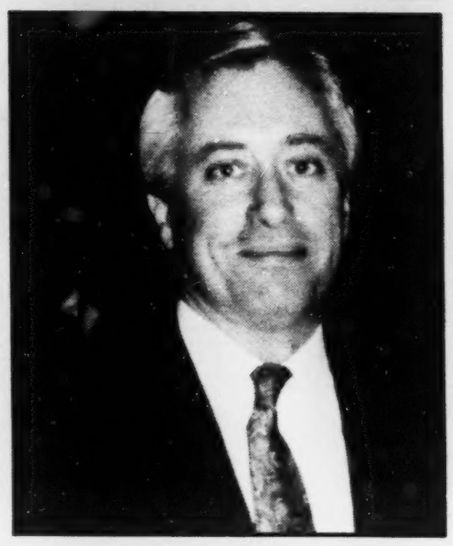
By an NHCN staff editor

YOUNGSTOWN, Ohio — The Stambaugh Thompson Co. has made a surprise entry into the specialty store market with its purchase last month of Decorator Depot in nearby Niles, Ohio.

The purchase will "provide the opportunity for us to test the specialty store market," said Stambaugh's president Phil Thompson about the deal.

Stambaugh, the operator of 20 home centers in Ohio and Pennsylvania, will be "fine tuning" Decorator Depot in the coming months, according to Thompson.

There are plans eventually to open other specialty decorating stores in the market, but there is no long-term blueprint which calls for a specific number to be operating by a certain date, he added.



Don Senne will continue as president of Decorator Depot after it was bought by Stambaugh Thompson. NHCN photo

Former Stambaugh's general merchandise manager Don Senne will continue as president of the specialty decorator store. Senne left his former employer last year and opened two Decorator Depots in Niles and Warren, Ohio. The Warren store was closed early this year, leaving only the 6,000-square-foot store in Niles.

Decorator Depot will be a subsidiary of Stambaugh's, as the home center chain makes an effort to "go after different markets," Thompson said. He would not disclose the purchase price or details of the agreement.

Senne had previously told *NHCN* that he hoped sales would reach $500,000 at each store by the end of 1988. (*NHCN*, Oct. 31, 1988.)

Senne said then and Thompson added recently that Decorator Depot would not compete with Stambaugh's since each aims at a different market. Other players in the immediate area are Busy Beaver, the Pittsburgh-based chain, and Color Tile, the specialty decorator chain.

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Vol. 15, No. 4 February 27, 1989

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